

Message Text

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12

ACTION EA-07

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /015 W

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R 260823Z FEB 74

FM AMCONSUL NAHA

TO USDOC WASHDC

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AMEMBASSY TOKYO

UNCLAS NAHA 078

E.O. 11652 N.A.

TAGS: BEXP JA BFOL

SUBJ: PTO: SACCHARIN SODIUM

1. 588/03/P025

2. 022674

3. H. COCHRAN

4. 588 JAPAN

5. IAD

6A. REPLY TO--

6B. MR. HIDOTARO KINJO, VICE-PRESIDENT

6C. NAKAMURA MARINE CO., LTD.

19-8 NAHA CITY, OKINAWA

HIGASHI.

7. CABLE:-- , TEL. 098992-2866

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8. CO. REF. BANK OF AMERICA, CPO BOX 378, NAHA, OKINAWA

9. 102

10. DESCRIPTION.

2819930-0200. SACCHARIN, CHEMICAL FORMULA

CSUB7HSUB4OSUB3NSUBSNSUBA2HSUB20, PURITY 98 PERCENT OR HIGHER,
HEAVY METAL 0.002 PERCENT OR LESS, "LOSS IN QUANTITY WEIGHT BY
DRYING " 15 PERCENT OR LESS, ARSENIC 2 PPM OR LESS; ABOUT 100 TONS
REQUIRED. ESTIMATED VALUE AT 1969 PRICE OF ABOUT 600 YEN PER
KILO, \$200,000. FOR RESALE TO BEVERAGE, CONFECTIONERY,
AND OTHER FOODSTUFFS PROCESSORS.

BUYER IS PRIMARILY ENGAGED IN THE IMPORT AND SALES OF
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AMERICAN MARINE LEISURE PRODUCTS SUCH AS BOATS, ENGINES,
ETC. BEFORE ESTABLISHING THIS FIRM, KINJO WAS HEAD OF ONE

OF MAJOR TRADING FIRMS ON OKINAWA. ACCORDING TO KINJO,
1969 IMPORTS OF SACCHARIN FOR ALL OF JAPAN WERE
ABOUT 750 TONS. THIS ORDER OF 100 TONS WOULD BE SIGNIFICANT
PART OF TOTAL OKINAWAN DEMAND, AND WOULD BE OVER TEN
PERCENT OF TOTAL JAPANESE DEMAND FOR SACCHARIN.
ACCORDING KINJO, JAPANESE GOVERNMENT STOPPED SACCHARIN
IMPORTS AND PRODUCTION IN ABOUT 1970 BECAUSE OF CYCLAMATE
SCARE; AS OF JAN 1 1974, JAPANESE GOVERNMENT DETERMINED
THAT THERE WAS NO HEALTH HAZARD AND HAS PERMITTED IMPORTS
AND PRODUCTION. PRODUCTION HAS NOT YET RESUMED, SO ALL

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DEMAND MUST BE MET BY IMPORTS. WITH HIGH PRICE FOR
SUGAR IN JAPAN, KINJO SEES EXCELLENT MARKET FOR SACCHARIN
AS SUBSTITUTE. HE REQUESTS QUOTATIONS C AND F TO ANY
JAPANESE PORT AS SOON AS POSSIBLE.
PROBABLE BASIS FOR PURCHASE DECISION WILL BE SPEED OF DELIVERY.
SYLVESTER

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